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FEBRUARY
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Command Study

By Rick Mataka, Special Projects Editor



TOOLS are a very important part of the miniaturists background. The more proficient he becomes in his hobby, the more tools he is going to own. This holds true whether his interest lies in the collectors scale or the wargame scale of figures. Tools play a major role in the hobby.

When his skills improve past the beginners stage, he will begin buying some of the more specialized tools that are available. Some of them will be of the motorized type which he now finds a need for. This category may encompass such items as saws, special files and tweezers, clamps, vises, drills, soldering irons, drill bits, and magnifiers. All of these items are what I'll refer to as "specialist tools" as they are not items in every miniaturists tool box. But they all come in handy when least expected.

Most of these tools are the ones that are used when a miniaturist is trying to convert a figure. This is the process where a casting from one period of history is "converted" to be used in another period of history. Or, the pose of the casting is changed from its original positioning. While each type of conversion can be difficult, it is converting between different periods of history that is the most difficult.

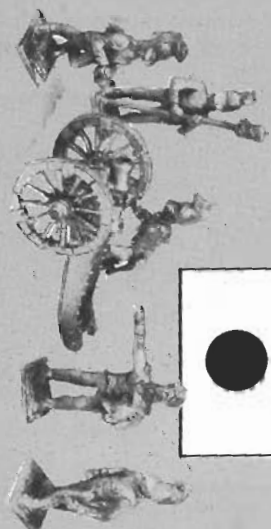
Besides the addition of painstaking detail, many times much detail must first be removed from the original casting. This is most often done by filing and scraping the unwanted detail away. An excellent power tool that can do this job is an engraver of some sort. I have used the Dremel Engraver and have received excellent results with its use, though it is possible that other engravers would work equally well.

When it comes to adding detail onto the figure, this can be done in numerous ways. One of them is through painting or the addition of spare parts from other figures in the hobbyists "junk box." Or if his skill is of the higher caliber, it could be added by soldering layers of solder onto the casting and then engraving the wanted detail onto this. X-acto makes a fine soldering iron for the hobbyist as does Weller. Both of them are of high quality and each has a full range of accessories available for them.

When it comes to changing the position of a figure, this takes some study on the part of the hobbyist in the field of human anatomy. The reason for this is that the hobbyist wants the figure in the most realistic pose possible. For these type conversions he might use saws, files, drills, clamps, and a vise. The saw, most likely a jewelers type, will be used to cut the metal where a bend will be put. The files are used to smooth the rough edges prior to its bending. The vise will hold the figure in place while all of this is going on. If for some reason, a slight error is made, a filler of some sort can be used to plug up any holes and the clamps then hold the pieces in place.

Drills are used to open up the unwanted clogged areas that often appear around a castings armpits and fingers. This happens because of the casting process in some figures. For this, the hobbyist is going to need drill bits that are very small in size. X-acto makes some excellent drill bits of which there is a large range of sizes available. Again, this is not saying that another company's drill bits will not do just as well.

(CONTINUED ON PAGE 97)



**WARGAMING · BOARDGAMING
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NAVAL WARFARE IN MINIATURE



Battle Stations is a set of rules for the recreation of Naval Battles in miniature during the period of 1930 to 1945. A highly detailed set of rules they should only be recommended to someone familiar with wargaming. They are packaged in a plastic bag and come complete with numerous charts, tables and players aids that are used throughout the game.



Seekrieg is a set of miniature rules for the recreation of Naval battles in miniature. It is a fairly complex set of rules if you employed all of the options that are available. Persons should have prior experience in Naval wargaming before attempting Seekrieg. Also included with the rules are numerous reference sheets and a 41-page booklet dealing with Ship Data. This booklet covers most of the major fighting ships from 1890 to 1945 and serves as a reference guide with the rules. \$9.00 retail. See ad page 89.

MILITARY MODEL DIST.

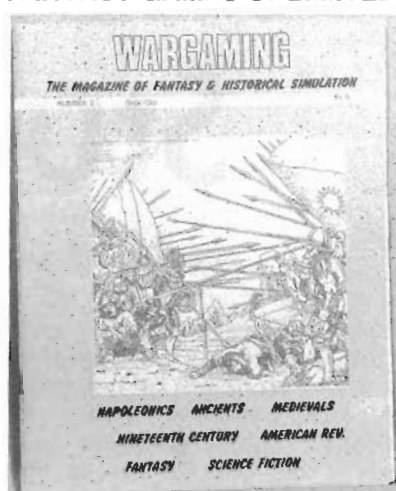


This is the first in a new series of booklets being devoted to Armour Camouflage and Markings. **Germany in North Africa** details the camouflage and marking techniques that were employed during WWII. Numerous photographs and color sketches complement the written information presented. A good book for the modeller or wargamer looking for detail to add to their models. Softback, 36 pages. Retail \$4.95.



British Light Cavalry is a book that discusses in detail the tactics that this unit employed during the Napoleonic War. There are many maps and sketches as well as 12 pages of color prints showing the uniforms that were worn by this arm of the British Army. An excellent book for the Napoleonic wargamer or collectors scale modeller. Hardbacked, 48 pages. Retail \$5.50. See ad page 42.

FANTASY GAMES UNLIMITED



Wargaming is FGU's bi-monthly magazine covering all aspects of wargaming. In their second issue there is a wealth of wargaming and historical articles. There is also the addition of a "mini-boardgame" right in the magazine. This game is fairly simple and could be recommended to someone with limited experience in boardgaming. The map is bound in the book as are the rules. The counters must be cut out as they are on heavy cardstock. Retail \$1.75.



Archworld is a set of miniature rules that can be used for Fantasy Wargaming or any period up to the 1600's. They allow extended playing games such as Campaigns in a simple manner. They are well written with many examples to aid the reader in understanding the system being employed. More for the intermediate gamer who wants to add additional complexity into his games. Retail \$6.00. Fantasy Games Unlimited, Dept. CM, Box 182, Roslyn, NY 11576. See ad page 91.

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How To Sell A New Hobby In Your Store

By Duke Seifreid, Heritage Models

MILITARY and war-and-boardgaming have caught the American public's fancy. Here is imagination at its peak. You are Lee at Gettysburg, Napoleon at Waterloo or a brave little Hobbit (the Ringbearer) before the hideous black gates of Evil!

The basis of this exciting hobby is the cast metal miniature, super-detailed and attractively packaged. The hobbyist paints and organizes his (or her) units into play groups. Some of these portray realistic and historical subjects of the past while others bring to reality the realm of fantasy and science-fiction. Whatever the interest, there are figurines now available for mustering a little army.

In addition to the miniatures, a sizeable array of booklets describing how to paint and organize the figurines is obtainable. Gaming rules for every period that was or might have been are available—not to mention those that explore the realms of what might be pure fantasy.

What do you do with miniatures? Who will buy them?

Years ago dealers used to ask that question—not so anymore since miniatures have become so popular, yet I'd like to reply for those few who may not yet be tuned into this popular pastime profit-maker:

- 1) Play adventure games. Yes, grown men and women (our own little group numbers several in the over-40 category) gather for a pleasant afternoon or evening's gaming. College and high school students down to age 12 enjoy it equally as well. Sales data indicates a fairly even distribution of buyers in these varying categories.

- 2) Construct three-dimensional dioramas. The creative urge prompts many purchasers to re-create specific dramatic moments in history or fantasy. Some styrofoam for mountains, a quart of texture paint, some model trees from your railway department and a supply of appropriate figurines also purchased from your shop makes most anyone into a fairly decent artist. I forgot to mention that a pinch of imagination and some reference booklets are most helpful.

- 3) Acquire a collection. Miniatures obviously lend themselves to being a unique set of collectibles. Whether displayed in a glass case occupying a position of importance in the gentlemen's library or the shelves of a printers box in milady's kitchen, these detailed figurines elicit a pride of possession akin to the finest objects d'art.

In short, miniatures are toys, they are art, they are a hobby, they are a craft. The purchaser assembles them, finishes them by painting or pewter-finish-ing, places them on display, incorporates them into a diorama, or organizes them into a unit for game playing purposes.

What's the most popular period and size?

At this particular time the top sellers are the 25mm, 1/72 scale lines dealing with fantasy, espe-

cially the J.R.R. Tolkien—acclimated figurines. Medieval and Ancient subjects rank second with the Napoleonic era, especially the new 15mm, 1/100th scale offerings being next. The American Civil War follows with considerable interest being expressed in the new 15mm WWII pieces just now coming on the market. The bicentennial created a market for figurines of the American Revolutionary War.

The surprising up and comer of the year may be the Victorian Era with its countless British Colonial actions from "The River War" in the Egyptian Sudan (surely you saw Charlton Heston in *Khartoum*) to the Northwest Frontiers of India (Sam Jaffe in *Gunga Din*). You'll find customers with diversified interests seeking figurines for the English Civil War, the Renaissance, Caribbean Pirates, General Custer and the Indians, WWI ships, and WWII aircraft. Believe it or not, all are available and in great variety.

The 25mm and 15mm scales are primarily used for gaming while the 54mm (2 1/4" high) larger figurines are for collecting; both may be used for dioramas (sometimes together to create an impression of depth and perspective by using the larger ones in front with the smaller pieces in the background). There are a few pieces in 30mm still available but this scale is dying out and the few remaining lines are used primarily for skirmish games (one-on-one style games with smaller numbers of figurines) or dioramas.

The 25mm figurine is approximately one inch tall; a very workable size for game playing; the 15mm figure is 5/8" tall and is used when very large masses of troops are required (Napoleonic) or when weapons range and motorized vehicles generates the need for a smaller scale to create more space (WWII).

Where and how are games played?

Miniature adventure games are played at your store, at home, or at a friend's. Gaming tables are roughly twice as long as wide and should never exceed six feet in depth as it is too difficult to reach in and move the miniatures. Typical table sizes are 4' x 6', 4' x 8', 6' x 8', 5' x 9' (a ping-pong table) with the most desirable 6' x 12' provided sufficient space being available. Demonstration tables in the sales area of your retail store should naturally be of the smaller sizes as space is at a premium and it is the concept, not the game, that the retailer needs to convey. Larger tables can be made available for in-store customer use in less valuable areas.

The table is set for play by placement of terrain features such as hills, woods, buildings and rivers which create a model landscape somewhat similar to the model railway layout; in fact, some games make use of scale trains. One side's figures are then introduced onto the field being garrisoned in villages, forts, towers and the like; the adversary then

invades the countryside. Other scenarios have both teams entering the field across from one another proceeding from there. The objective of most games is occupying the terrain features (villages, hills) and driving the opposition away. Fantasy rules introduce magic into the fray and then watch out for the Green Dragon and the Grey Wizard!

Games are played with as few as two players and as many as twenty, sometimes with elaborate chains of command; some of the players never seeing the actual field. However, most gaming is between two to four players and the accent is on *fun*! After all, that's what it's all about!

How do I sell this kind of merchandise?

The retailer sells the gaming portion (which is the largest percentage of your potential customers) by *concept*. Sell the sizzle of the steak! Talk about *fun*! Portray the customer on a quest, facing a horde of barbarians, commanding the Afrika Corps, opposite the British at Yorktown, leading a party of adventurers down into a dungeon...now, bring it to life in three dimensions. Here are the figurines. You are the General on the horse. Sound the charge!

Who goes for this kind of romantic approach? Most of us, especially professional people. I have sold more miniatures to more lawyers than any other single category. Don't overlook the kids! They get so excited it's hard to keep them from spending their lunch money. Sell by excitement, communicate with enthusiasm!

Ladies love to surprise their men with a most unique and unusual gift idea. "Happy watchamaholiday, Frank. Look what I found. You watched *Zulu* four times—well here you are...your own Orc's Rift or was it Roark's Drift. I guess the orcs belong in fantasy—or what did the man at the store say..."

A small demonstration table set up with a few figurines really helps to plant the seed. Likewise a "collector" miniature well-painted by one of the local crowd attracts attention and serves as a sales incentive. If you're lucky enough to have a couple diorama builders in your neck of the woods these make the greatest displays of all.

As this hobby is rather new on the scene, it is only recently that modern packaging has entered the marketplace. This consists of 4" x 7" cards with the product bubble packed for customer inspection and secured in place with a foam filler. The better cards offer a full-color picture of finished figurines to tempt the customer and provide a descriptive paragraph on gaming and the specific historical period of the contents plus some finishing (painting) tips.

The product packs should be displayed adjacent to the booklets of collateral information on uniforms, costumes, organization and rules. These products sell best when displayed on pegboard or rotating floor display units easily accessible to customer inspection. One company offers a triangular rotating floor display unit which features one side of booklets and the others with product packs. The packs are color coded to match the booklets so the buyer may easily locate all the pertinent material to his chosen subject. While this allows less time be necessarily spent on making a sale, nothing replaces *you* or your clerk's *interest* in

helping the customer!

How do you publicize you're carrying miniatures?

If your time permits, it is well to do a bit of promotion to help your new product category get off to a good start. Have a demonstration of a game by one or two interested customers (make sure you tell them a *simple game* not their most complex, and specify just a *brief demo*—not a full game. They should talk and explain a lot—actually play just a little) and invite all the professional men in your area by written invitation.

Do the same for the colleges in your area—then for the local high school. Schedule one a month and post notices in the store and your local schools and libraries. Reward your demonstrators with a few packs of figurines. Cash means less than miniatures and the chance to be in the spotlight. Perhaps you might wish to help a local club get started. Never forget the new customers and keep promoting all the time. You'll be surprised who is interested if you give them a chance. Might even like it yourself!

How do I get started? What should I carry?

Many manufacturers and distributors offer starting assortments or "packages" as the trade describes them. Some contain a point-of-purchase rack as previously described. These packages contain *breadth not depth* and that is an important fact to keep in mind. Provide a good, broad selection to your customers, they'll tell you by their purchases which lines should be handled in greater depth. One manufacturer offers an inventory control pop-off corner on their merchandise for this fall. This could be of significant value in your planning.

You'll be surprised how sales in the accessories to this hobby pick up, so make sure you have paints and brushes, buildings and trees available to your new customers and—most of all—give them *your* interest. Nothing makes one want to revisit the local hobby store more than feeling welcome. Give them a forum to display some of their work and encourage the origination of interest groups. *Get people together*. A "Solomon's Tablet" (as I've heard it called) is a bulletin board which allows notices of the games, meetings, looking for an opponent and other pertinent data of the week to be posted for general knowledge. It tends to inspire new people to *get involved*.

How do I display in the store for maximum sales?

If miniatures will be only one of many departments in your store then unquestionably the best approach is the rotating, free-standing floor merchandiser rack. Speaking for our industry, we wish you great and continued success in your business and we sincerely hope you will consider military miniatures and war-and-boardgaming as a viable new product line worth your consideration. At this writing it is America's fastest-growing *new hobby-craft*! It only takes eight new customers to support a miniatures department in *your* store. How about getting started today! ■

THE SOLDIER FACTORY



Soldiers of the African Wars castings are in 30mm scale. (From left to right) XC-4 is a Mounted British Officer and XC-7 is a British Lancer in Campaign Uniform. Both are two piece castings that fit together easily. 70¢ retail each.



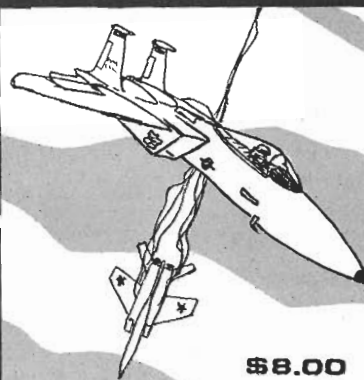
Colonial Soldier castings are in 30mm for gaming in the late 1800's early 1900's. (From left to right)

#1575 is a Gurka of the 1920's who is in campaign uniform on the march. #1576 is a Senegalese Tirailleur of the 1890's dress who is firing. Both are single piece castings that require no assembly. 35¢ retail each.



From the **Soldiers of the African Wars** range 1880-1900, in the 30mm scale cast in tin/lead. (From left to right) is XC-16 who is an Egyptian Camel Corpman with Camel and X-21 who is a Naval Petty Officer who is pointing. Some assembly may be required. XC-16 \$1.00 retail and X-21 \$.35 retail. The Soldier Factory, Dept. CM, Box 1658, 789 Main St., Cambria, CA 93428.

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These castings are from a new set of 25mm figures in the Fantastiques range known as Goobles and Boogers. (From left to right) is #1150 who is a **Hunched-back Grunch** and #1151 a **Stubborn Krot**. Both are single piece castings, no assembly required. Two to a package. Retail \$2.98 each package.



More castings from the 25mm Fantastiques Goobles and Boogers range of figures. On the ends are set #1154 and these are Amazons. (Left to right) is #1158 and is a **Hairy**

Nude Thing and #1155 who is a **Skeleton Man**. All castings are single piece with no assembly required. Each package has 6 castings. Retail \$2.98 each package.



Goobles and Boogers from the 25mm Fantastiques range of Fantasy figures (From left to right) is #1152 who is a **Tasmanian Devil** and #1157 who is a **Sparta Troll**. Single piece castings, no assembly required. #1152 contains 3 castings per package and #1157 has 2 per package. Each package retails \$2.98. Heritage Models Inc., Dept. CM, 9840 Monroe Dr., Dallas, TX 75220. See ad pages 25-26.

SERIES '77



Junius Dubitatus is a 77mm casting depicting a Centurian from the Roman period. Cast in 16 pieces and is highly detailed. Packaged in a box with painting instructions. \$9.95 retail. Series 77, Dept. CM, B 1141, Canoga Park, CA 91304.

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From Historex Miniatures in the 54mm scale cast in plastic. Figures are from the range of **Baron Larrey's Medical Corps-Ambulance Service** of the French Army of 1804-1812. (From left to right) is #772A who is a Medical Corps Officer and #771A who is Baron Larrey. Each casting is mounted, comes in numerous pieces with many spare items available. Considerable assembly is required. Packaged in a plastic bag, complete with painting instructions and color card. Each \$5.50 retail.



From the Fantasy range of Superior Models in the 90mm scale cast in tin/lead. (From left to right) is #3 who is a casting of the **Warrior of the Red Planet** and #4 who is the **Mistress of the Red Planet**. Some assembly is required. Coulter-Bennett Ltd., Dept. CM, 12158 Hamlin St., North Hollywood, CA 91606. See ad page 91.

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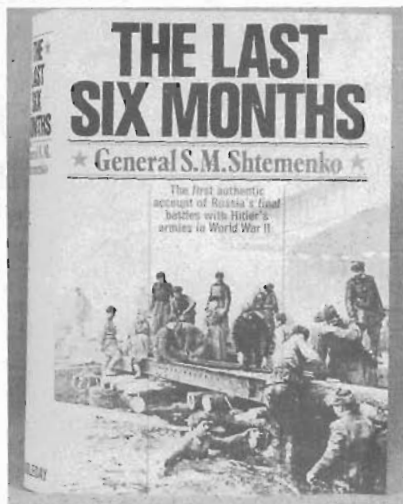


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Flying Buccaneers is an illustrated history of the Fifth Air Force. This unit was engaged in most of the

MILITARY MODEL DIST.



A new release from the Squadron/Combat line of figures in the 54mm scale. This casting is CL-59 and is a **German Fallschirmjager** (Paratrooper) of 1943. Cast in 5 pieces it requires assembly. Packaged in a plastic bag complete with painting instructions. Retail \$1.98. See ad page 42.

major actions in WWII in the Pacific. Numerous action photos highlight this book along with its excellent detailed written information. There are also 4 pages of color sketches showing camouflage schemes. Hardbacked, 312 pages. Retail \$15.00. Doubleday Book Publishers, Publicity Dept. CM, 245 Park Ave., New York, NY 10017.

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D&D Set 16 are 25mm fantasy figures of Kobolds based on Dungeons and Dragons. There are two of each type shown in the set and they are Kobolds with short javelins, with spiked wooden maces, with axes, with chopping swords and with glaive-headed spears. All are single piece castings that require no assembly. \$2.29 retail. Miniature Figurines Ltd, Dept. CM, B P, Pine Plains, NY 12567.

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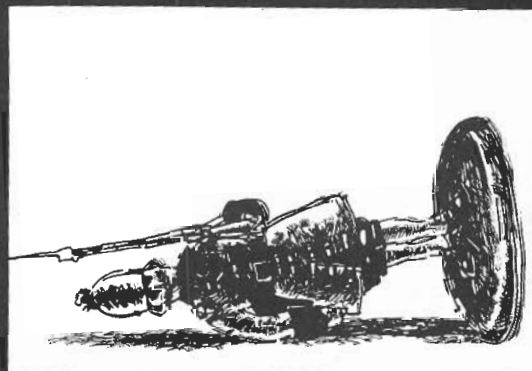


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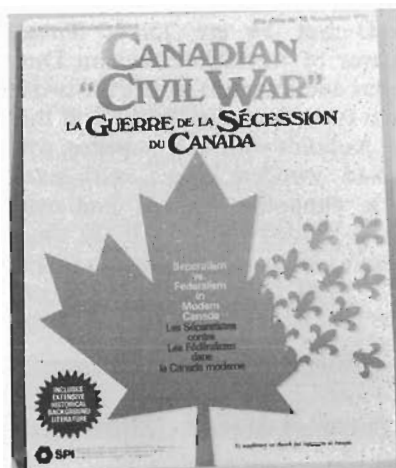
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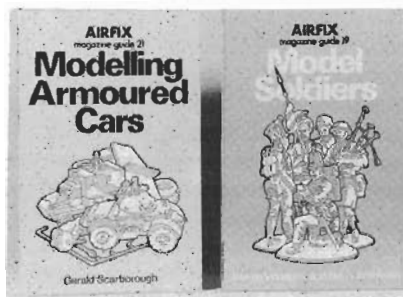


Canadian Civil War is a hypothetical simulation of political unrest in Canada. Basically a 3 player game with each player having a platform and trying to gain control of Political Issues. A fairly complex game it is more for the experienced gamer. Packaged in a box with map, rules, die cut counters, charts and tables. Retail \$9.00.



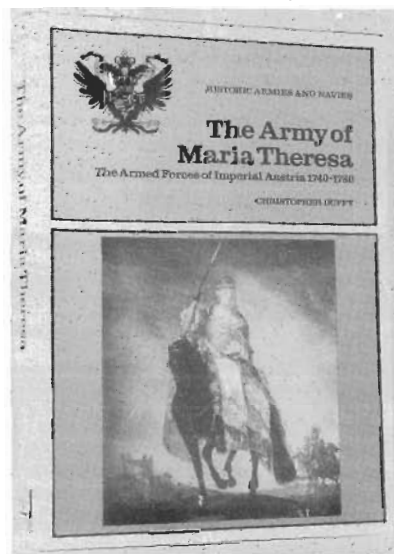
Drive on Stalingrad is a historical boardgame simulation of the German Offensive on Russia in 1942. It is an Operational Level game where the most important factor is Supply for your units. An interesting concept of the Hitler Directive is incorporated into the game system that could cause the German player to do some strange maneuvering. A professionally produced game that should be suggested only to those familiar with boardgaming. Packaged in a box with map, rules, die cut counters, charts and tables. Retail \$12.00. Simulations Publications Inc., Dept. CM, 44 East 23rd St., N.Y., NY 10010.

HAESSNER PUBLISHING



Modelling Armoured Cars, Airfix Guide 21, and **Model Soldiers**, Airfix Guide 19, are two of the latest additions to this continuing series of excellent books. Each of them deals with their subject in a similar manner that is easy to follow and very informative. The information is given in a manner for a beginner, with enough in depth discussion for even an expert to learn something from. While mainly aimed at the larger scale modelling areas, even the wargamer could take notice on the points of fine detailing. Haessner Publishing, Inc., Drawer B, Dept. CM, Newfoundland, NJ 07435. See ad page 42.

HIPPOCRENE BOOKS, INC.



The Army of Maria Theresa is a book dealing with this unknown and, until now, never covered area of military history. Maria Theresa and her Austrian Army survived the armies of Frederick the Great and the Seven Years War. In this book you see how her small country and army was able to overcome superior forces many times. Also detailed was the build up of these forces and how

TSR HOBBIES



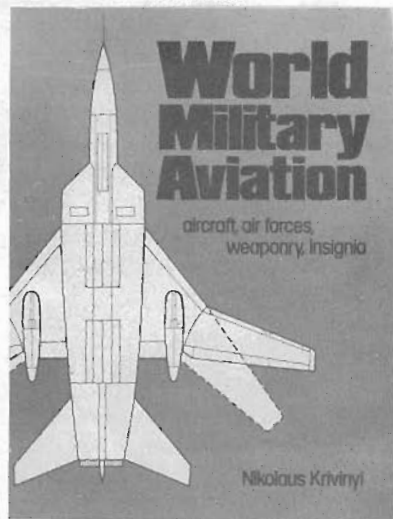
War of Wizards is a re-release of this fantasy game that simulates a battle between two powerful wizards. This new edition is packaged in a box and contains 4-15mm metal miniatures that can be used while playing the game. It is an excellent game that can be suggested for beginners. Packaged in a box with die cut counters, rules, metal miniatures and charts. TSR Hobbies, Dept. CM, Box 756, Lake Geneva, WI 53147. See ad page 85.

ZOCCHI ASSOCIATES

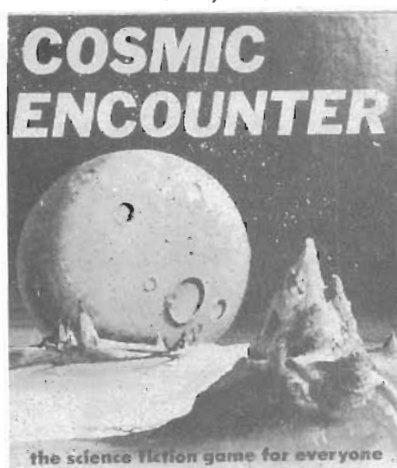


Operation Market Garden and **Graf Spee** are two previously released games that have been given a face lift with new graphics. They have new front covers that should add to their sales appeal. Each of them deals with a different WWII situation and should be suggested for someone who is already familiar with boardgaming. Packaged in a zip lock bag with map, rules, die cut counters. Lou Zocchi Associates, Dept. CM, 7604 Newton Dr., Biloxi, MS 39532. See ad page 89.

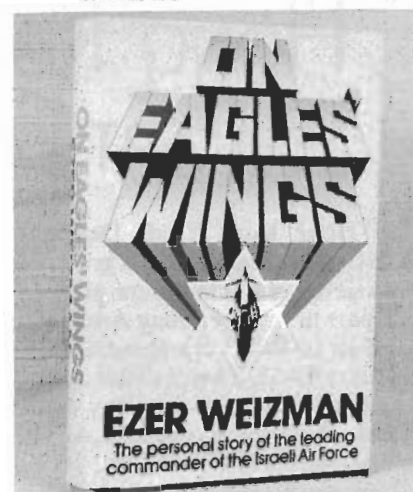
they were employed on the battle field. An excellent book for the wargamer of the Seven Years War. Hardbacked, 232 pages. Retail \$17.50. Hippocrene Books, Inc., Publicity Dept. CM, 171 Madison Ave., New York, NY 10016.



World Military Action is a book that details the various Air Forces and Aircraft of the world. You are given all of the statistical information that is necessary as to a countries' Air Force strength and the bases they maintain. Hundreds of data pages on all of the operational aircraft employed today from all the nations in the world. An excellent reference book for the modeller or wargamer who needs detailed information. Hardbacked, 231 pages. Retail \$14.95.



Cosmic Encounter is a Science Fiction boardgame where players battle each other for the conquest of space. The game can be played with 2, 3, or 4 players with each player having unique advantages or disadvantages over his opponent. A simple game that can be recommended for beginners and it plays in a relatively short amount of time. Professionally produced it is packaged in a box with map, charts and tables, cards, dice, and rules. Retail \$10.00. Eon Products, Inc., Dept. CM, 96 Stockton St., Dorchester, MA 02124.



On Eagles' Wings is a book dealing with the contemporary subject of the Israeli Air Force. It is also a human interest story as it is told by the Commander-in-Chief of the Israeli Air Force from its beginning and how he rose through the ranks. It gives you a personal viewpoint of one of the most renowned Armed Forces unit in the world today and the struggle it had to get there. Hardbacked, 302 pages. Retail \$8.95. Macmillan Book Publishers, Publicity Dept. CM, 866 Third Ave., New York, NY 10022.

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HONG KONG COMPANIES TO TAKE PART IN AMERICAN TOY FAIR

THE Hong Kong Trade Development Council reports that a group of some seven manufacturers plan to take part in the upcoming American Toy Fair in New York scheduled for February 19-22. Their exhibit can be seen throughout the four day show in the Americana Hotel's Albert Hall at booths 17-31.

This marks the third time that a Hong Kong display, organized by the Council, has been mounted and serves to underscore the important role the U.S. plays in making Hong Kong the number one exporter of toys in the world. At present the U.S. takes over half of Hong Kong's toy exports and through the first nine months of 1977 this has amounted to \$259.8 million, a jump of 43% over the same period a year ago.

The toy industry of Hong Kong has shown tremendous growth since its beginnings some 25 years ago. In 1976 the industry reached a milestone when, for the first time, toy exports exceeded \$500 million. It appears now that 1977 will be even better as statistics show that exports for the first nine months already stand at \$491.7 million, an increase of 41.2% over the January-September period of 1976. It is believed that the improvement in the world's economy following the recession of 1974/75 was largely responsible for the toy industry's recent record-breaking performance of both last year as well as its current pace.

Perhaps the biggest factor contributing to Hong Kong's success the past two years is the large variety of new toys. Along with the favorites such as dolls, stuffed toys, and building blocks which will always sell well, the introduction of new technology, better quality control along with modern production techniques have enabled Hong Kong to diversify into other more sophisticated lines.

A prime example is electronics. Today transistors, diodes, integrated circuits, semi-conductors and printed circuit boards are creeping into the component parts of toys. As



A variety of toys and hobbies will be exhibited by Hong Kong companies.



Shown is a sample of the \$225 million worth of Hong Kong toys sold in the U.S. last year.

a result it is not uncommon to find that Hong Kong electronic firms are branching out into the toy market. One particular line that took off in a big way was T.V. games. Initially only black and white four-game sets were manufactured. However, today Hong Kong is now manufacturing in color six-game sets suitable for two to four players. Research and development of programmable sets that offer a multitude of games is also progressing steadily.

Radio-controlled cars, boats and airplanes are increasingly finding an expanding market and even the toy gun has gone electronic with one particular line being manufactured that shoots out a beam of light onto

an accompanying target whose semi-conductor, light-sensitive sensor registers each correct hit and electronically records the score.

According to one Hong Kong manufacturer, more and more toy companies who are not presently using electronics in their toys are looking into its use and studying the prospects for the future. As Kenneth Cheung of the Maxim Chow Company Ltd. put it: "We see them as the successful lines of the future." He added that his organization would probably branch out in this direction in a few years time indicating that his company is not ready yet but things are moving that way. ■

BRITISH COMPANIES TO OFFER WIDE VARIETY OF MERCHANDISE

MANY of the appealing new British products for the American Toy Fair in New York, February 19-22, 1978, are not for children only.

Take the Victorian style dolls with bone china heads, hands and feet which Alresford Crafts is introducing. These are expected to be collectors' items as well as playthings. Alresford is known in the U.S. for its realistic soft toy animals. These are handmade with many modeled on the woodland wildlife around the old windmill which Alresford uses as home-base. The dolls are new. While created to meet the growing interest in dolls of the Victorian period they are of original design. The china parts are Staffordshire, the bodies are soft. The three models, 17" and 22" tall, wear Christening robes in white cotton broderie anglaise.

Alresford has also added to its soft toy line with dressed animal families—bears, pigs, dogs and rabbits, all about 12" high. On a larger scale are an Arctic fox and bear cub, labrador and retriever puppies which are closer to 36" long. The animals are all in luxurious man-made fur fabric and are machine washable.

Alresford will be exhibiting with a group of British companies sponsored by the British Toy Manufacturers Association and showing in the Albert Hall of the Americana Hotel.

Increasingly sought after in the U.S. are Peggy Nisbet's collectors' dolls. In 1977 she has been celebrating her Silver Anniversary as a doll-maker. At the fair in New York there will be a new doll of Peggy Nisbet herself made to mark the occasion. The figure is about 8" high, a portrait study and is dressed in a plum colored gown and velvet cloak. A collectors' reference book with color illustrations of all the Nisbet dolls has been produced for the anniversary.

Peggy Nisbet will also bring additions to her film star range, the

group of American Presidents and the miniature range to New York.

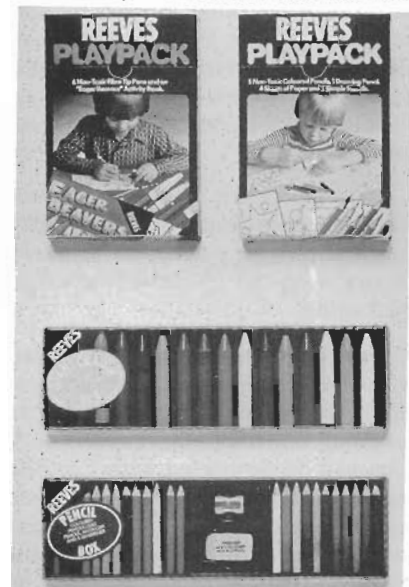
New from Dean's Childsplay will be some additions to its "tru-to-life" series of plush animals—badgers,



Elizabeth Taylor, as seen in "Father of the Bride," and W.C. Fields, as Mr. Micawber in "David Copperfield," are new to the film star group from Peggy Nisbet. The line is available in the U.S. from Reeves International, 1107 Broadway, N.Y., NY 10010.

owls and a family of foxes. These are

(CONTINUED ON FOLLOWING PAGE)



New Playback children's coloring sets from Reeves & Sons are available in the U.S. from Hobby Marketing Inc., 100 Main St., Reading, MA 01867.



Caroline's Home includes integral wiring circuits and outlets in each room, shutters, and hinged doors. Authentic model furniture (3/4"-scale) is made in wood where possible. Write to A. Barton & Co. Ltd., Orchard Works, Five Oak Green, Nr. Tonbridge, Kent, England.

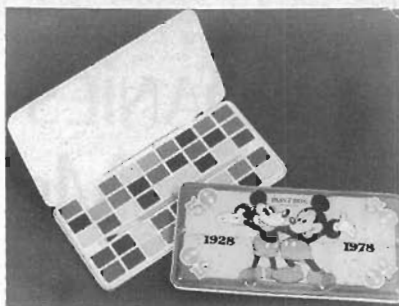
all made in mod-acrylic plush and are 100% safe and washable.

In the games area, Mind Movers has three new items in its calculator series. These mini games are all pocket sized, with no loose pieces and are ideal for traveling. The new calculators incorporate fresh versions of Overthrow, Solitaire, Kings Cross, "21" and Poker. There is also a car race game called Road Runner.

Marmet will introduce a new doll carriage to the range already on sale here and Child's Play (International) will have several new games and books in its extensive range of educational materials for pre-schoolers.

From Rosedale Mouldings there will be educational and semi-educational toys in plastic for the 2-11 year group, all in new four-color packaging.

Painting continues to be a popular activity among all age groups. Fred Liebetrueth has added to its range of non-toxic water colors with a paint box decorated with London scenes. It has a new cardboard pack comprising of cutout figures in historical uniforms with water color disks and fiber pens and will also be showing its largest water color tray



From Charles G. Page comes this new range of Walt Disney paint boxes including a special commemorative box marking the 50th anniversary of Mickey Mouse. Write to Charles G. Page Ltd., 20 White Hart Lane, Tottenham, London N17, England.

which features 76 colors and a mixing chart.

Charles G. Page is marking the 50th Anniversary of Mickey Mouse with a special water color box.

Reeves, one of the leading European suppliers of children's painting and craft kits, will be introducing its varied range to the U.S. at the show. Products are designed for the most popular market sectors, with everything from inexpensive coloring materials to special gift sets.

Lone Star, as befits a company of that name, will be launching additions to its range of Western pistols and rifles. It has also extended the



New foxes, owls, and badgers from Dean's Childsplay Toys are available from Margot Owles Imports, PO Box 90, Ewan, NJ 08025.



Super Tec is a die cast copy of a detective hand gun that fires ring caps. Available from Lone Star Products, Holloways Lane, Welham Green, Hatfield, Hertfordshire, England.

collection of Impy Major model vehicles introduced at the 1977 show. ■

EMCO-LUX

(CONTINUED FROM PAGE 24)

MAXIMAT V 10 P/MENTOR 10 are four machines which perform the five basic metalworking operations of turning, thread-cutting, drilling, milling and grinding in one machine. They feature precision machine tool construction including power feeds, heavily cross-ribbed beds with ground Vee-guideways, fully geared headstocks, set-over tailstocks and dust and splash-proof two-speed motors. The difference between the machines are in their capacities: The EMCOMAT 8.4 has an 8 inch swing with 18 inches between centers, the EMCOMAT 8.6 also an 8 inch swing but 24 inches between centers and the MAXIMAT V 10 P/MENTOR 10, 10 inch swing and 25.5 inches between centers. The MAXIMAT V 10 P features in addition an automatic Norton gearbox and the MENTOR 10 also a special safety control panel making it an ideal school machine. Other uses include the metalworking industry, repair and maintenance services,

tool and diemaking, prototype and experimental work, precision mechanics and testing laboratories. Their prices range from \$1,595 to \$2,695 and they have been sold in the U.S. for a number of years.

The MAXIMAT V 13 is the new "flagship" of the EMCO line featuring 13 inches swing and distances between centers from 25.5 to 39.5 inches. They are as universal in their application as our 8 and 10 inch-machines are, but feature even more rugged construction, larger capacities and a special safety package making it an ideal school and training machine besides the uses already mentioned above. The MAXIMAT V 13 has just been introduced to the U.S. market and list prices range from \$5,995 to \$6,995. The EMCOMILLS are the vertical heads used in conjunction with the lathes to transform them into milling and drilling machines. A two-coordinate table, the EMCO FB-2, will be introduced in June 1978 and, used in conjunction with the EMCOMILL heads, represents a

small, precision milling and drilling machine with universal applications.

The newest member of the EMCO line of machine tools is the EMCO BS-2, a fully integrated bandsaw with three cutting speeds. Thus, without changing pulleys or adding speed reducers, the BS-2 cuts wood, plastic and metal. Although its size is compact, its unique three-wheel construction gives it capacities unsurpassed even by industrial-type bandsaws—and that at a price of \$499.

The company also intends to market-test the line of EMCO wood-working machines, featuring the combination EMCO STAR and EMCO STAR SUPER machines, which, with their optional accessories, perform 16 different wood-working operations, and the professional EMCO REX jointer-planer. They think that sophisticated hobbyists and do-it-yourselfers as well as industrial users requiring mobile equipment will be the best markets for these machines. ■

COMMAND STUDY

(CONTINUED FROM PAGE 83)

For the saws, it is X-acto again that has a wide variety of hobbyist saws available. The same holds true for the files, in a wide variety of shapes all of which can be useful to the military miniaturist.

For the hand drill, I have used the variable speed Moto-Tool by Dremel and have had excellent results. The fact the speed is variable is a quality that is very useful as it is easier to judge the depth your bit is going into the metal if you don't want to go all the way through. It is also very comfortable in the hand and can be maneuvered easily.

The new Dremel D-vise is one of the best heavy duty vises for hobbies that I have used to date. Its 360 degree rotational capability allows you to get at your castings at almost every angle you need. For a lighter type of vise, that is of standard make, X-acto has one available.

Moving on to the higher quality tools you have such items as the Moto-Lathe, Moto-Saw and the Moto-Shop. These can be almost invaluable to the miniaturist who is a diorama builder. With these, the flexibility of his creations can be unending. They can add a great amount of versatility by allowing him to create his own scenery. This in turn will add to his expertise by allowing him more realistic dioramas.

We will go into some greater detail in the use of these tools in the months to come by creating a diorama. It will be based on a confrontation between two forces in Russia during WWII. We are presently researching this project and there will be more of it in the coming months.

FLASH—FLASH—FLASH—Now available are three new pocket-sized "Wargaming Guides" to aid the micro armour wargamer in the pursuit of his hobby. These guides are designed to give relatively detailed information with regard to modern weapon systems in use today. They have been designed by GHQ, the firm that pioneered the 1:285th scale Micro Armour for wargaming.

Wargaming Guide #1 (Form A 277) details Soviet produced weapon systems. These are the

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weapons currently in use by the Russian Warsaw Pact and Middle Eastern Armies. Also in this guide are three organization charts for Soviet Army Units which can be cross-referenced to their Micro Armour counterpart.

TACIS, Wargaming Guide #2 (Form A 777), is defined as the Tactical Armour Combat Identification System. It is an Identification System that the Micro Armour wargamer can employ to recognize his units on the gaming table. It is a complete guide on organization and has eight example drawings explaining this new system.

Wargaming Guide #3 (Form A 1077) covers U.S. produced weapon systems. It follows the same format as Guide #1 and is its perfect companion for wargaming in the contemporary era.

All three guides are available in quantities, free of charge, to the hobby retailer. They can be used to help support in-store wargaming promotion and sales. Contact GHQ, 2634 Bryant Ave. So., Minneapolis, MN 55408, and mention CM&H and the guides will be sent immediately. ■

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